第４講 最難関私大英語長文演習④

次の英文を読んで，問いに答えよ。

Alibaba is an unusual name for a Chinese company. Its founder, Jack Ma, a former English teacher, is an unlikely corporate titan. Yet the house that Jack built is home to the largest virtual shopping mall in the world, soon to overtake Walmart in the amount of goods sold. The company *IPO (Initial Public Offering) on the New York Stock Exchange in September 2014, the largest of its kind in history, raised $25 billion. In the months that followed, Alibaba's shares soared, making it one of the top ten most valuable companies in the world, worth almost $300 billion. Alibaba became the most valuable Internet company in the world after Google, its shares worth more than Amazon and eBay combined. Nine days before the IPO, Jack celebrated his fiftieth birthday, the soaring value of his stake making him the richest man in Asia.

Since that peak, Alibaba's life as a publicly listed company has not gone according to plan. Its shares fell [(1)] from their peak, even briefly falling below the initial offer price. Investor concerns were sparked in early 2015 by a surprising entanglement with a government agency over intellectual property. Later, the slowing Chinese economy and volatile stock markets dragged down Alibaba's shares in their wake.

Despite the ups and downs of the stock market, with a dominant share of the e-commerce market, Alibaba is (ｱ) uniquely well positioned to benefit from the rise of China's consuming classes. Over 400 million people, more than the population of the United States, make purchases on Alibaba's websites each

year. The tens of millions of packages generated each day account for almost two-thirds of all parcel deliveries in China.

NOTE

Alibaba has [(2)] the way Chinese shop, giving them access to a range and quality of items that previous generations could only dream of. Like Amazon in the West, Alibaba brings the convenience of home delivery to millions of consumers. Yet this comparison (8) underestimates Alibaba's impact. Taobao, Alibaba's online shopping website, has given many Chinese people their first sense of being truly valued as a customer. Alibaba is playing a pivotal role in China's economic restructuring, helping move the country away from a "Made in China" past to a "Bought in China" present.

(9) The Old China growth model lasted three decades. Based on manufacturing, construction and exports, it [(3)] hundreds of millions out of poverty but left China with a bitter legacy of overcapacity, overbuilding, and pollution. Now a new model is emerging, one centered on [(4)] to the needs of a middle class expected to grow from 300 million to half a billion people within ten years.

Jack, more than any other, is (10) the face of the New China. He stands at the intersection of China's newfound cults of consumerism and entrepreneurship. His fame extends well beyond China's borders. A meeting with Jack is sought after by presidents, prime ministers and princes, CEOs, entrepreneurs, investors, and movie stars.

NOTE

Jack regularly shares the stage with the world's political and corporate elite. As a masterful public speaker, more often than not, he outshines them. (11) To go on stage after Jack is a losing proposition. Jack has been impressing crowds in both English and Chinese at conferences around the world for over seventeen years.

I first met Jack in the summer of 1999, a few months after he founded Alibaba in a small apartment in Hangzhou, some hundred miles southwest of Shanghai. On my first visit, I could count the number of co-founders by (12) the toothbrushes jammed into mugs on a shelf in the bathroom. In addition to Jack, his wife, Cathy, and sixteen others were there. Jack and Cathy had wagered everything they owned on their company, including their home.

注）*IPO (Initial Public Offering)：新規株式公開

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NOTE

In the context of this passage, choose the best answer for each question.

(1) What is the most appropriate expression to fill in the blank?

1 as half　　2 by half　　3 for half　　4 go half

(2) What is the most appropriate word to fill in the blank?

1 diminished　　2 hindered　　3 prolonged　　4 transformed

(3) What is the most appropriate word to fill in the blank?

1 delivered　　2 sacrificed　　3 suspended　　4 assembled

(4) What is the most appropriate word to fill in the blank?

1 approving　　2 catering　　3 dismissing　　4 rotating

(5) What does the author state about Alibaba’s initial success?

1 It became the second most valuable Internet company in the world.

2 It built multi-level shopping malls in major cities across China.

3 It became the most valuable company in the world second to none.

4 It took over Walmart’s international marketing and sales division.

(6) Which one of the following provides two possible reasons for the 2015 plunge in Alibaba's shares.

1 The declining Chinese economy and the consistent stock market

2 The sluggish Chinese economy and the fluctuating stock market

3 The thriving Chinese economy and a struggle with the government

4 The robust stock market and problems with the Chinese government

(7) What makes Alibaba "(7) uniquely well positioned to benefit from the rise of China's consuming classes"?

1 It capitalizes on the limited growth potential of the Chinese market.

2 It bases its strategic business model on a saturated e-commerce market.

3 It takes advantage of China's notably aging and dwindling population.

4 It has a major share of China's rapidly growing e-commerce market.

(8) Why does the author think that the comparison with Amazon "(8) underestimates Alibaba's impact"?

1 Alibaba's domestic market share is significantly larger than Amazon's.

2 Alibaba plays a prominent part in shifting the focus of china's economy.

3 The population of China is much larger than that of the United States.

4 Amazon's stock market shares are worth far more than Alibaba's shares.

(9) Which one of the following does NOT reflect the author’s views on “(9) The Old China growth model”?

1 It was based largely on producing and exporting products.

2 It led to problems such as pollution and excessive construction.

3 It failed to contribute to the welfare of the Chinese people.

4 It turned the majority of Chinese into producers, not targeted consumers.

(10) Jack Ma is “(10) the face of the New China” because [(10)].

1 he is not only famous but represents China’s emerging economic paradigm

2 he is increasingly occupied with crafting Chinese government polices

3 he is actively improving environmental safeguards across China

4 he is the first Chinese English-teacher who became an entrepreneur

(11) What does the sentence, “(11) To go on stage after Jack is a losing proposition,” suggest?

1 Jack is fighting an uphill battle.

2 Jack tends to speak ill of his rivals.

3 Jack is an outstanding speaker.

4 Jack often dwells upon the past.

(12) The author mentions “(12) the tooth brushes jammed into mugs” on Jack’s bath room shelf to [(12)].

1 describe how thrifty Jack continues to be even after his great success

2 show how many people live in an average Chinese home

3 demonstrate the good hygiene practices of Alibaba’s employees

4 illustrate the humble beginnings of Alibaba as a company

（13）Which one of the following best expresses the author’s feelings about Alibaba’s future?

1 Optimistic　2 Skeptical　3 Worried　4 Confused

第４講 解答

＜解答＞

(1) 2　(2) 4　(3) 1　(4) 2　(5) 1　(6) 2　(7) 4　(8) 2
(9) 3　(10) 1　(11) 3　(12) 4　(13) 1

＜全訳＞

アリババは，中国の会社としては珍しい名前だ。創設者のジャック・マーは，元英語の教師で，大物経営者にはなりそうもない存在だ。しかし，ジャックが建てた家は，世界最大の仮想ショッピングモールとなり，すぐに商品の販売数でウォルマートを追い越した。2014 年 9 月，ニューヨーク株式市場の新規株式公開では，歴史上最大のものとなり，250 億ドルの資金を集めた。その月以降，株価は急上昇して，アリババはおよそ 3,000 億ドル相当, 世界で最も価値のある会社のトップ 10 の 1 つになった。アリババはグーグルについで最も価値のあるインターネット企業となり，その株価はアマゾンと eBay を合わせたものより高くなった。新規株式公開の 9 日前，ジャックは 50 歳の誕生日を祝っていたが，所有株の価値が急上昇したことで，彼はアジアで最も裕福な人になった。

そのピーク以降，アリババの上場企業としての人生は計画通りには進んでいない。その株価はピークの半分ほどに落ち込み，一時は上場当初の価格より下落した。知的財産権に関して政府機関と予想外に揉めたため，投資家の不安は 2015 年初頭，一気に大きくなった。後に，中国経済の低迷と不安定な株式市場のせいで，アリババの株価も結果として下落した。

株式市場の上下動はあったが，e コマースの市場で圧倒的なシェアを誇ったアリババは，中国の消費者階級の台頭から利益を得るのに絶好の立ち位置にある。アメリカの人口を越える 4 億人以上の人々が，毎年アリババのサイトで買い物をする。日々生じる何千万という荷物は，中国の宅配荷物全体のほぼ 3 分の 2 を占める。

アリババは一昔前の世代が夢見た，様々な種類や質の商品が手に入る方法を中国人に提供して, 中国人の買い物の仕方を変えた。西のアマゾンのように, アリババによって，何百万人もの消費者は便利な自宅配送を利用できるようになった。しかし，このたとえは，アリババの影響を過小評価している。アリババのショッピングサイトであ

るタオバオによって，多くの中国人が，初めて本当に価値のある消費者として扱われる感覚を抱いている。アリババは中国の経済再生で極めて重要な役割を果たしており，中国が過去の「中国製」から離れて，現在の「中国で購入」へと進む手助けをしている。

昔の中国の成長モデルは 30 年続いていた。それは製造，建設，輸出に基づいて，何億人もの人々を貧困から救い出したが，中国に過剰生産，建設の供給過剰，汚染という負の遺産を残してしまった。現在新しいモデルが登場しつつあり，10 年以内に 3 億人から 5 億人へ増加すると予想される中流階級の需要を満たすことに焦点を当てている。

ジャックは，他の誰よりも新しい中国の顔である。彼は，消費者主義と起業家精神という，中国の新たな熱狂の交差点に立っている。彼の名声は中国の国境を優に越えている。ジャックとの面会は，大統領，首相，王子，最高経営責任者，起業家，投資家，そして映画俳優が強く望むものだ。

ジャックは定期的に世界の政治家や企業エリートと同じ舞台に立つ。優れた講演家として，たいていはそういった人たちより輝いている。ジャックの後に舞台に立つことは，損をすることだ。ジャックは 17 年以上の間，世界中の会議で英語と中国語の両方を用いて，大衆を感動させ続けている。

私が初めてジャックに会ったのは，1999 年の夏で，上海の数百マイル南西にある杭州の小さなアパートで，アリババを設立した数か月後のことだった。最初に訪ねたとき，洗面所の棚のマグカップにぎっしり詰められた歯ブラシで，共同創業者の人数を数えることができた。ジャックに加えて，妻のキャシーと他に 16 人がいた。ジャックとキャシーは，家を含めた会社で所有していた全てを賭けていた。

第４講　重要語彙リスト　　＊一つ一つ何度も繰り返して，覚えてください

1	titan	大物，巨匠
2	virtual	仮想の
3	overtake	追い越す
4	soar	急上昇する
5	stake	株
6	publicly listed company	上場企業
7	initial	最初の
8	investor	投資家
9	spark	火花を散らす，～を刺激する
10	entanglement	もつれ
11	agency	機関
12	intellectual property	知的財産権
13	volatile	不安定な
14	drag	引きずる
15	in one’s wake	～の結果として
16	dominant share	圧倒的なシェア
17	be well positioned	絶好の立場にある
18	parcel	小包
19	underestimate	過小評価する
20	pivotal	極めて重要な
21	legacy	遺産
22	intersection	交差点
23	cult	熱狂
24	consumerism	消費者主義
25	entrepreneurship	起業家精神
26	seek after	求める
27	outshine	～より輝く
28	proposition	主張
29	jam	詰める
30	wager	賭ける

第４講　音読用白文　① ② ③ ④ ⑤ ⑥ ⑦ ⑧ ⑨ ⑩

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